

**JOB SUMMARY**  
**Product Application Specialist – Concrete Industry**  
**(Sales Dept. – Inside Sales Group)**  
Sioux Corporation

**POSITION SUMMARY:**

1. Become the Sioux expert in product application knowledge for Sioux water heaters, chillers, and steam generators used in the ready-mix and precast concrete markets worldwide.
2. Assist customers in determining their needs and the best Sioux equipment for their application.
3. Help meet sales and gross margin goals for this market segment by working with outside sales people and distributors to identify and close attractive sales opportunities, follow up on leads, provide quotes, and enter orders.
4. Maintain thorough application knowledge for the equipment and markets assigned.
5. Serve as product manager for assigned products to ensure Sioux has outstanding product offerings, pricing, and sales materials.

**KNOWLEDGE, EXPERIENCE, AND OTHER REQUIREMENTS FOR THIS POSITION:**

1. Motivated to meet sales goals and responsibilities of the position. Has positive attitude. Technical sales experience is a plus.
2. Two years of college in a technical field (such as mechanical or civil engineering or physics), marketing or sales is preferred, PLUS the following is also desired:
  - 2.1. Strong interest and experience in mechanical equipment.
3. Experience in the ready-mix and/or pre-cast concrete markets highly desired.
4. For each product in the concrete market, has or will develop within six months a thorough knowledge regarding product application, installation, operation, maintenance, controls, options, customer benefits, sales points, our company, the industry, and competitive units on the market.
5. Has good overall understanding of mechanical equipment and controls, including Sioux products, and has the ability to handle application questions and teach others.
6. Professionally and proactively resolve customer problems and questions with tact and skill.
7. Well organized, with strong communication skills.
8. PC proficiency (Word/Excel/Internet/etc.).
9. Resides within short commuting distance of the Beresford South Dakota Facility.
10. This is primarily an inside sales position, with limited travel required to help at trade shows, and visit a limited number of customers.

**To Apply:**

Mail or email the following:

1. Resume
2. Summary of Experience (copy the wording listed in *Knowledge, Experience, And Other Requirements For This Position* shown above, and following each requirement, address specifically how you meet the requirement or what you plan to do to meet the requirement within a short time period)
3. Date available to start work, and
4. Salary requirements to:

**By Mail:**

Attention: Market Segment Manager Position  
Sioux Corporation  
One Sioux Plaza  
Beresford, SD 57004

**By Email:**

Send to [jufinger@sioux.com](mailto:jufinger@sioux.com)